

Spectators not in bathing attire must refrain from using those portions of the pool decks designated for the exclusive use of bathers.

The Club is not responsible for any accidents resulting from the use of the pool, or for lost bathing suits or other articles. Valuables may be checked with the attendant at the locker control booth or main office desk.

New York State regulations make the enforcement of these three following rules compulsory:

1. Bathers must use the showers before entering the pool.
2. The foot bath must be used before entering and on leaving the pool.

3. Every person using the pool must register at the control booth.

The instructor-attendant is in complete charge and his decision shall be final in all matters pertaining to the conduct and safety of the bathers. He must report not only violations of these regulations, but any conduct on the part of an individual, which in his opinion is dangerous, or encroaches upon the privileges and pleasures of others enjoying the pool.

#### POOL OPERATING COMMITTEE.

#### Asks Help in Solving Evils of Equipment Trade-Ins

USED maintenance equipment trade-ins, one of the costly causes of many an argument and headache to equipment dealers and golf clubs, gradually is coming under control. However, there's still vast room for improvement if the course equipment dealers are to be permitted to make a profit that will allow the excellent character of service representative dealers supply to clubs.

A clear statement of the dealer's position on trade-in allowances is made by W. E. Lafkin, of the Golf & Lawn Supply Co., equipment and supply dealers in the New York Metropolitan district. This statement to greenkeepers and chairmen, follows:

A most serious note that we should like your co-operation in solving, is the trade-in evil on used golf course equipment, which has crept into this business with the depression. This company, along with other reputable distributors of golf course machinery, is trying to solve a difficult problem which cannot be done without the aid and co-operation of our friends.

Contrary to the belief of many, no manufacturer takes back a piece of used golf equipment taken in trade for new machinery. The problem of used machinery is distinctly that of the distributor to solve. True—the manufacturers of golf machinery have an interest in the welfare of their distributors, just as the car manufacturers are trying to help car dealers solve their problem. They do carefully survey the situation each year and



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Specialists in Golf Grass Seed, Fertilizers and Equip-  
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issue a Blue Book which fairly sets forth prices to be paid for certain used machinery. We believe these figures are fair and about in line with what we find used equipment can be sold for, in the New York area.

Our experience leads us to believe that equipment over eight years old is so limited in value, as to be considered unsalable in most cases. Certainly it is obsolete, just as much as a 1930 model car.

Our trouble and that of other distributors, has not been acute on equipment made in the period from about 1930 to date. The chief problem is on equipment of the vintage of the early twenties, in some cases going back to 1921.

The price of used machinery is deter-

mined by what the buyer is willing to pay. Common sense tells us that junk is just what the name implies, whether it is in your hands or ours and neither of us would buy it. If it is fit to be used at all, there is always reconditioning to be done and reconditioning, handling and sales costs must come out of the selling price. For instance, a used three unit gang mower which might be sold for \$75 might easily have cost \$55 to haul in, recondition, sell and deliver. Accordingly, the dealer who allowed over \$20 for such an outfit would be losing money, and no business has solved the problem of operation without profit.

With your co-operation, we propose in the future, to control this situation by limiting trade-ins to reasonably late model tractors and mowers, which are in salable condition and which can be put in salable condition within the limits permitted by the allowance made and what the purchaser will be willing to pay. Most of you gentlemen have a good general idea of the costs involved in reconditioning and the life of the equipment, and with your co-operation, we are sure that we and other dealers will be able to solve this problem to the satisfaction of all parties.

Most everyone will agree that golf course purchasing power was much greater in the '20's' than at present. Have you ever thought of purchasing power in what your dollar will bring in 1938 as compared with 1927? For example we looked over some old 1927 invoices the other day and perhaps you too, will be interested in the comparison. A Toro 3-unit super fairway mower sold in 1927 for \$440 F.O.B. New York. In 1938 a vastly improved Super Mower 3-unit outfit sells for \$380. About 13 1/2% less, yet wage costs are about 25% higher!

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### GOLF'S MARKET PLACE

Requests for "The Way of a Caddie with a Man," Bob Davis' famous golfing classic which U. S. Rubber's Golf Ball Department is offering to pros for distribution to players, have exhausted the first printing of 150,000, and have started the presses humming on a second edition.

"The Way of a Caddie with a Man" is one of the greatest golf stories ever written," says E. C. Conlin, U. S. Golf Ball sales manager. "Our company first distributed this story ten years ago. It was a terrific hit at that time. As a result of accumulation of requests we decided recently to order a new printing. We figured that in addition to providing golfers with